

Published by the Desk and Derrick Club of Tulsa  
[www.tulsadandd.net](http://www.tulsadandd.net)

Editor Kathy Staton

## Desk and Derrick is TULSA PROUD!

*Tulsa, Oklahoma*, "the oil capital of the world," has a long and varied history. Evidence of a possible Norse presence dates to 1000 AD. An ancient people known as the Mound Builders populated the area, then disappeared just prior to the arrival of Spanish conquistadors in the 1540s. Osage Indians, as well as other members of the Five Tribes, called this part of Oklahoma home. French trappers made a brief appearance. Finally, outlaws like "Pretty Boy" Floyd and "Machine Gun" Kelly cooled their heels in Tulsa while running from the law in the 1930s. What Tulsa is really known for, however, is oil. The discovery of oil fields in Tulsa at the turn of the century caused an economic and social revolution. The formerly small town became a center of power, and fortunes worth millions of dollars were gained and lost. J. Paul Getty got his start in Tulsa along with his father, who was one of the first to ride Tulsa's tsunami-like oil wave. The town boomed through the 20s and 30s, and oil money built the town of Tulsa into the city it is today. Tulsa currently hosts a population of 406,090 people, and, in honor of its oil legacy, is home to one of the most prominent petroleum schools in the world.

Source - *Tulsa Historical Society*



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Trucks carrying oil derricks drive down Boston Ave. in the 1940's





## The Desk and Derrick Club of Tulsa Monthly Meeting

### Luncheon Meeting

Wednesday, February 21st,  
2018

at 11:30 a.m.

#### **The Summit Club**

15 W. 6<sup>th</sup> Street

31<sup>st</sup> Floor of BOA Building

Downtown Tulsa

**\*Free Parking**

**Luncheon Includes:** Buffet, Tea,  
Coffee & Dessert

**NOW ACCEPTING CREDIT  
CARDS!**

#### **Cost:**

Members-\$27

Non-Members-\$32

**Make your reservations**

**NO LATER THAN**

**5:00 p.m. on Friday, Feb. 16th**  
[reservations@tulsadandd.net](mailto:reservations@tulsadandd.net)

**\*BOA parking garage entrance off  
Boulder or ONEOK garage off  
5<sup>th</sup> St. Get ticket and have it  
validated at check-in.**



**Featured Speaker**

***Jim Williams***

**Speaking on Gridding, Contouring  
and Reservoir Volume**

Mr. Williams is currently employed as  
a Reservoir Engineer with Equal Energy which  
operates a Hunton dewatering operation at  
Chandler, Oklahoma.

He is a co-founder and a regular  
contributor to the industry work group "Create a  
Raster Calibration Format" under the guidance  
of PPDM and Energistics, industry standards  
organizations.

**GOOD NEWS!** You may  
now reserve your spot for the  
luncheon and pay [online](http://www.tulsadandd.net)!

The Desk and Derrick Club of Tulsa promotes the education and  
professional development of individuals employed in or affiliated with the  
petroleum, energy and allied industries. Visit us at:  
[www.tulsadandd.net](http://www.tulsadandd.net)

If you have need for **CE  
hours**, please inquire at  
check-in or email:

Members and guests **must** make a reservation for meal functions. Please  
RSVP to the Contact Chairperson @ [reservations@tulsadandd.net](mailto:reservations@tulsadandd.net) **OR**  
[online](http://www.tulsadandd.net) no later than the Friday prior to the meeting. Members may attend  
the meeting only – no meal, for no fee, but **please** do let the Contact  
Chairperson know ahead of time.

[2018president@tulsadandd.net](mailto:2018president@tulsadandd.net)

***All attendees need to make a reservation.***



## PRESIDENT'S LETTER

Dear Members,

The start of a new year is the time when we all make our plans...to get healthier, go on that big family vacation, finally go back to school, or maybe have the courage to try something new...anything to get out of our same old routine! All we need is just a little motivation, someone helping us to see the benefits that might come out of it, and/or someone doing it with us! My hope this year is that every member will benefit from something they learn at one of our meetings, field trips or seminars, and want to invite others to share that experience.

My Experience: I remember my first D&D meeting back in 2012. I was a new employee at Laredo and one of my co-workers invited me to attend one day, telling me about all of the great speakers, networking and continuing education opportunities. Since then, I have learned so much about ALL the different working areas of the oil and gas industry...Land contracts, the process of drilling, the effects of water shifting underground, U.S. oil production compared to the rest of the world...and so much more! Looking back now, I can say that all of that knowledge helped me gain a new perspective on what goes on outside of my job and has helped me become a more productive employee.

The 2018 Vision Meeting is coming up on Feb.5<sup>th</sup> at Charleston's restaurant on Peoria @ 5:30pm. I will be sharing the 2017 Vision meeting results, some ideas I have for fundraisers, socials and volunteering, and hope to hear from the members as well on what they would like to see us put into action this year!

You won't want to miss our February membership meeting on Feb. 21<sup>st</sup>. We will be hearing from Jim Williams from PetroFlow Energy, who will be giving a presentation on "Gridding, Contouring, and Reservoir Volume". I encourage everyone to make plans to attend, and will be sending out calendar invites to be helpful reminders. Don't forget to invite your friends or co-workers in the industry by sharing your experience and the benefits you have gained from being a member!

***Dorothy Lenhart***

*2018 President*





## 2018 Board and Committees

### Board

President	Dorothy Lenhart
Vice-President	Kay Williams
Secretary	Vicki Barnes
Treasurer	Kendra Ware
Director 2017-2018	Karen Chism
Director 2017-2018	Pam Sanders
Director 2018-2019	Beth Hesling
Director 2018-2019	Kathy Staton
Immediate Past Pres.	Jonathan Slay
Parliamentarian	Val Bode

### Standing Committees:

Bulletin	Kathy Staton
Bylaws	Val Bode
Contact	Karen Chism
Convention	Jill Klein
Education	Pam Sanders
Membership	Jill Klein
Orientation	Marilyn Trout
Program	Board
PR/Social Media	Jake Sherman/Kendra Ware
Roster/Website	Val Bode
Social	<b>OPEN</b> (Board)

### Special Committees:

Abbreviator	Gaye Marrs
ADDC Awards	<b>OPEN</b>
ADDC Nominating	<b>OPEN</b>
Fundraising	<b>OPEN</b>
Golf Tournament	<b>OPEN</b>
Historian	<b>OPEN</b>
IAL	Kay Williams
Nominating	Board Elects in August
Tally	Val Bode
Vision	Kay Williams

## January Meeting Recap By Kay Williams

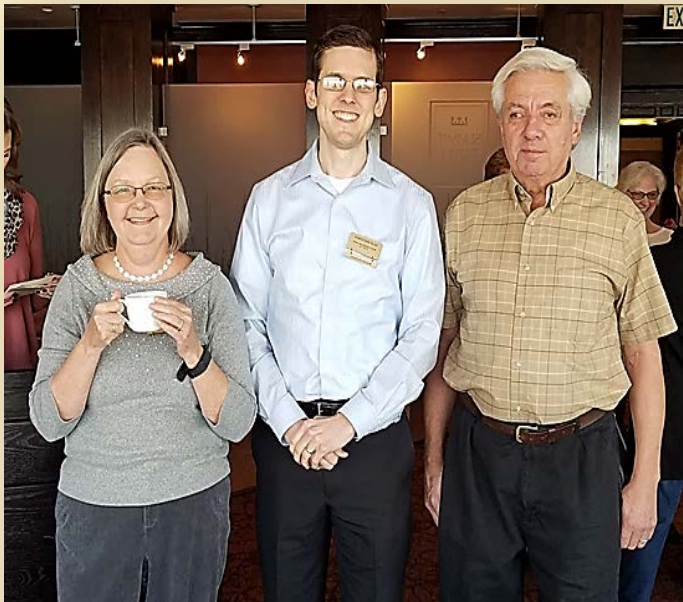


Jake Dollarhide is CEO of Longbow Asset Management and is actively involved in the community, having served, or is currently serving, on the board of nine non-profit organizations and providing support to several others. His employees are encouraged to also become involved in community activities and organizations. Mr. Dollarhide presented a very informative overview of investing and energy markets to the Desk and Derrick Club of Tulsa members. Bringing 20 years of experience, he covered many aspects of investing through a look at the history of the market and recent encouraging forecast results.

Mr. Dollarhide reviewed the historical performance of five sectors of the market, US Equity, S&P 500, International Equity, US Fixed Income and Commodities and Real Estate, which reflects a 7.7% overall growth in 5 years. The US Equity Market saw the largest growth with an average of 15.19%, with Commodities and Real Estate having a loss of 1.86%, despite Real Estate having a growth of 8.83%. Oil had a 5-year **loss** of 8.02%. With the downturn we have experienced in the last 3 years, this was not surprising to most of us who work in the industry. However, according to a Baker Hughes overview of the US rig count, there has been a 280 rig increase over January 2017. This, along with an increase in start-up companies, is a good indication of things looking up.

The economic outlook for the seven county Tulsa MSA is looking even more positive. The gross product (the value of all goods and services produced in Tulsa) projections are anticipated to grow 3.5% in 2017, due to higher oil prices and related employment levels. Tulsa wages and salaries should see a growth of 1.5%, with an average drop of 4% in unemployment. Residential real estate permits are expected to increase by 11.9% and, stimulated by "Vision Tulsa", non-residential real estate expects an annual growth rate of 3.2%.

To summarize, Mr. Dollarhide feels the energy industry, Tulsa and Oklahoma are beginning to see an economic recovery. He welcomes anyone with questions or a desire to get further information on investment opportunities to contact him for an appointment.



**Board of Directors****PRESIDENT****Christina Forth**  
FFAF Cargo**PRESIDENT ELECT****Terry Ligon**  
L Chem Tech Company Inc**VICE PRESIDENT****Keith Atkins**  
Murphy USA Inc.**SECRETARY****Evelyn Green**  
GBC Minerals, Ltd.**TREASURER****Wendy Sparks**  
Carl E Gungoll Exploration Inc.**IMMEDIATE PAST PRESIDENT****Maggi Franks**  
K & E Computer Services**PARLIAMENTARIAN****Marilyn Carter****REGION I DIRECTOR****Carrie Harmon**  
Marathon Petroleum**REGION II DIRECTOR****Beth Etzkorn**  
Dee Drilling Co.**REGION III DIRECTOR****Carol Schiavone****REGION IV DIRECTOR****Sue Weaver**  
Osborn Heirs Company**REGION V DIRECTOR****Andrea McGarrah**  
EOG Y Resources Inc.**REGION VI DIRECTOR****Casi Nichols**  
Spur Services LLC**REGION VII DIRECTOR****Tracy Fillmore**  
Canadian Natural Resources Limited**Christina Forth**  
President36 Shores Drive  
Leduc, AB T9E 8N7  
Canada

780-887-0450

Christinaf4th@gmail.com

Happy Valentines Day!

Budget and Planning was a very long 2 days. We started on Friday with the review of committee, board and convention reports. We were up at 7 am and worked until 5:00 pm. Saturday we heard from the Financial Review Committee doing the review of the last three years financials. The committee did a great job and were very diligent and went into great detail. Then we reviewed the recommendations of the finance committee, budget approval, and started work on a business plan. We did not stop until 11:57pm. It was a long and hard two days. I am very proud of this board with their dedication and hard work for the ADDC. This year will be very challenging but remember we didn't get here overnight and we can't fix it overnight. I know many of you are looking forward to the Financial Committee review, but the Association was served legal notice from three members requesting detailed financial information as per their November demands. I am currently waiting to hear back from the Association lawyer before we proceed. The Financial Review Committee is working on an overall final report that membership will receive shortly.

Also, at Budget and Planning, there was discussion on the Realignment and the process instructions will be to the clubs and regions soon. The elections for the Region Directors for the new areas will be by mail vote this year. The review and duties assigned to the Vice President Position have been assigned to other areas.

It has been nice to hear back from some individuals about the changes to the Regional Directors letters. Thinking it was a breath of fresh air to read something unique in each area. Lots of things are happening in each area.

The convention committee has also been hard at work planning for everyone's arrival in September. Lots of great ideas coming forward. We will keep you posted.

The ADO office has been moved to West Virginia and all forms are currently being updated.

The board is also working on creating other revenue streams. Advertising and a corporate sponsorship program are being looked at. With membership at a guess of 1200 for this year's budget, we need help!

Stronger communication is this year's goal. The board will be keeping track of hours and donations towards to the association. This will be shared with membership as well.

Have a great month!

Christina Forth



## Region VI Director's Newsletter



**Casi Nichols**  
Region VI Director

[region6rdi@yahoo.com](mailto:region6rdi@yahoo.com)

**Wendy Simon**  
Butler County

**Tammy Watkins**  
Enid

**Pam Hitz**  
Great Bend

**Jamie Sabata**  
Liberal

**Michelle Burgard**  
OKC

**Susan Bullard**  
Red Earth

**Dorothy Lenhart**  
Tulsa

**Abby Bock**  
Wichita

### February 2018

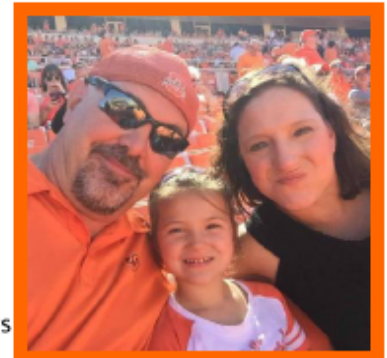
Hello Region VI!

I hope this letter finds you all well and moving steadily and strongly into your 2018 year!

Just a few reminders:

- Membership renewal forms are due by the end of this month, so be sure to get them submitted to ADO.
- Region Director Nominations for 2018 should be submitted to Wendy Sparks no later than February 24<sup>th</sup>. Please consider stepping up to serve your organization.
- March is Desk and Derrick Awareness Month so be sure to use this opportunity to highlight your club and the Association.
- Budget and Planning went well, and your Board members spent many long hours planning for a successful 2018. Remember that the board is full of volunteer members such as yourself and we are here to serve you. So, reach out with those ideas and recommendations. The official budget and audit committee results will be sent out to the membership soon.
- There are still a few open spots on the ADDC committee list, so take time to review the vacancies and determine where you can serve.

As Region Director, I am here to serve as the liaison between the clubs and members of this region and the ADDC board. It is my job to make sure Region VI has a voice and understands everything that is happening from the Board level. So be sure to speak up and ask those questions!



**Name:** Tara Woods

**Current City:** Edmond, OK

**Home Club:** Oklahoma City, OK

**Office(s) Served:** Club Secretary for 3 years, Club VP for 1 year, Club Industry Activities Chairman for multiple years

**Year Joined ADDC:** 2005

**Current Job:** Operations Data Specialist with Chesapeake Energy

**A little bit about you:** I am a wife, a mother and a cancer warrior. I have been in the Oilfield for 16 years.

**Fun Fact:** I competed nationally in Ranch sorting.

**Goals for 2018:** Become a cancer SURVIVOR instead of a cancer patient.

**Leave us with a quote or a bit of advice:** "Always wear a smile."

"Tara has been an integral part of the OKC D&D club since she became a member 12 years ago. She has organized and planned many of our golf tournaments and help us make money then so we can stay viable in this down turn. She is a trainer and motivational speaker at her job. Not only does she spend her time juggling work and club duties, her family owns a ranch and they rodeo on the weekends. She is handling her recent diagnosis of colorectal cancer as she handles everything, with courage, positivity, and a relentless drive to succeed."

- Wendy Sparks, OKC



ASSOCIATION OF  
DESK AND DERRICK  
CLUBS





## Building Local Desk and Derrick Club Membership Growth

*(Sharing one important aspect of the Midland Club Success Story)*

by Stuart Mussler



### Stuart Mussler

Stakeholders Relations Director  
ConocoPhillips – Houston, TX  
Desk and Derrick Club Member  
Midland, TX

**Premise:** Midland D&D club experienced high growth in membership in 2016 and 2017 when club president Joyce Nolly (a ConocoPhillips employee) sought out and made affiliation with her company's Stakeholder Relations Director.

Working together, the club's notoriety grew, it began new activities and it simply got dressed up and started looking better and offering more. The club, of course, did a lot of other things very well over the past two years, but this is the area I want to focus on today. I am here to tell you the Midland story from my perspective – a person who learned about it from the outside, recognized the value, and began supporting Desk & Derrick on behalf of my company. The particular tactics such as, how individual new members were found, and then reached out to? That will have to be part of a different discussion.

As you listen, you are likely to have questions like, what specific factors did new members see that persuaded them to join, etc..... perhaps all that can be explored in depth another time. Today I want to focus on helping you find resources inside your own companies who can help ensure the viability of your local club with financial and other forms of support. In other words, how to share your Desk & Derrick experience with your employer more. And how that can be mutually beneficial.

**The Midland success story:**

The Midland club currently has 57 members, with 32 new members since January. We have 22 companies represented. The age of our members ranges from 25 to 84; a very diverse group. Yes, even the renowned Permian basin was not immune to adverse industry conditions these past few years.

With a profoundly non-diversified economy, the Midland club was hit hard by the stinging economic downturn, and I'll bet your club was affected too. There were retirements. People leaving the industry, and leaving west Texas all together. At the start of 2016 things were looking down, and in desperate need of defibrillation.

Fast forward to September 2017. Club growth this year is **+128%**.

**Here is my objective today:** So that you might be able to achieve growth for your club....

- I'd like to give you examples of how Joyce and I worked together to find win/win solutions that (a) benefited the reputational value of the sponsoring company, ConocoPhillips, while (b) building local D&D club growth by creating new avenues to expose the club to more industry professionals, taking on new activities, (i.e. answer the question, what is in it for me?).



- Here are some quick examples: ConocoPhillips agreed to pay for meals at monthly Brown Bag Luncheons; made a commitment to take the annual Region V Meeting to a new level of professionalism. (the Region meeting was hosted in April, 2016). That's just a couple, but more to come.
- First, I'd like to explain the purpose of Stakeholder Relations – who are they what do they do for oil and gas producers. You are all familiar with specific external stakeholders whom your company, and perhaps you, deal with. You have communication professionals to handle media inquiries. The media – that's an external stakeholder group. Then you have various levels of Regulatory reporting going on. And for that, your company has specialized folks who speak the language of oil and gas regulation. That's another external audience. How about state or federal government affairs? This is another example of a targeted set of external stakeholders who we, as companies or as an industry, have an obligation to inform, influence, listen to, and work with. There are a handful more, but in my case, Stakeholder Relations is most commonly targeting local relationships. Local means inside our specific areas of operations where we are already producing, or we plan to produce. Local stakeholders might be elected county or city officials, it might mean peer companies, perhaps individual opinion leaders or others. There are lots of ways to look at it, but look at it you must, and then decide who you wish to influence, and how to go about that.
- SR professionals are probably already inside your companies, but you may not know how to leverage what they do. Whether they are called by different names, someone in your company is engaged in the business of local community relations, overseeing charitable giving, enhancing your company's reputation for hiring, or handling relationships with local elected officials, etc. All of those things can be elevated – for your company, if they get more involved, and for your D&D club - by working together with your companies to help ensure the viability of your club.
- What I learned. A viable Desk & Derrick club in any particular petroleum basin (region of oil and gas production) is good for that region. Why is that so? I think you will find the D&D Association and reputable oil and gas companies have shared values in common.
- The concepts of sustainable development include things like social responsibility, corporate citizenship, service to the community, and also -- educating folks about the soundness of modern energy production and its far-reaching benefit to civilization
- Let's start right there. Here is an excerpt from D&D mission statement: *"Desk & Derrick is an industry leader in promoting positive education of the petroleum, energy, and allied industries."* That sounds familiar to my goals. Stakeholder relations practitioners seek the same positive image of our industry. Find out who in your company is working in this space. Get in front of them. Make specific asks. And when you do, speak their language
- Here is what I mean: Seek out and read your company's annual sustainability report. If you are in a technical role, or even if you aren't, some of the language of Sustainability and Social Responsibility might be new to you. You will find commitments to: educating stakeholders about sound environmental practices, a lot about safety, a commitment to the communities where you operate, a desire to create long-lived relationships with suppliers and other stakeholders in order to do what? Sustain your businesses. Exactly.
- When Joyce Nolly approached me in Q1 2016, she explained the mission and purposes of the D&D club in ways that I could see value in. They were aligned with my objectives, and also aligned with the values my company.



- When takes with it to Wall Street and everywhere else it goes. She spoke my language. She **made the associations** between my company's values and those of D&D.
- So how do you get to win/win. I sought to elevate the reputation of ConocoPhillips in the Permian Basin. OK, how? Well, lots of ways. But in this case, here is one that was given to me. Sometimes it works that way.

I learned that members of the D&D club in Midland already comprised some stakeholder groups I sought to reach (service companies, peer operators, individual opinion leaders locally, etc). And we knew we could get bigger and reach more of them. So, the lights were coming on.

Here are a few more **shared-value** statements from D&D's Mission statement. I point these out to help you make connections with managers and others in your company who can help contribute to your Desk & Derrick experience, and in doing so, help themselves along the way. That was certainly my experience.

- **Commitment to training.** I wanted to see more of my company's employees exposed to the cross-functional training you provide and things like the eye-opening field trips you take in region or national meetings (refineries, gas plants, wind farms, the geology museum in Denver last year, etc).
- **Leadership.** "I am a positive servant mentor," it says this in the D&D mission statement. I love that one. I could see the commitment the Midland club displayed for making their town a better place to live and I wanted to be a part of that, because I know my company has value there.
- **Integrity/Accountability** – "I walk my talk; I do what I say I will do. I follow through on my commitments."
  - A couple of things for me to point out here. #1, **Have a plan.** #2, **walk your talk.** When Joyce approached me, **she had a plan.** So, have a vision and articulate it to the person you are wanting to help sponsor your club. Do it fearlessly. Perhaps that's starting with your supervisor as well. And let him or her direct you.

Here's what Joyce sat me down to say: "We want to invite D&D members to ConocoPhillips' Midland office each month for lunch. We buy. We're going to cultivate a new way to interact with one another and share professional development in a casual way." And who is also winning here? My company. More and more people are coming into our Midland office each month to take part. Easy win.

- "We want to throw the best region meeting ever. For starters, every Midland Club member registered for this meeting gets a new shirt..." And whose logo was on the shirt? You guessed it, ConocoPhillips.
- "The region meeting is going to feature a local news personality. He's going to help us play "Family Feud" to loosen things up... and by the way, bring a camera crew with him." And what company got mentioned on the news as the sponsor? Easy win.
- Here's more of what Joyce said. "We envision an evening ice-breaker at the region meeting." When I arrived, I was greeted by a banner saying, "ConocoPhillips and Desk & Derrick welcomes you to the Region V Meeting."
- "We're going to buy 500 D&D Energy Activity Books and take them out to educate kids in the community about our industry – and here's the schedule for that" ...And Joyce and her team sure delivered on their commitment. Said. Did.



- "Everybody is going to get a new lapel pin to wear, and start feeling different about themselves while we are together." The message on the lapel pin? What did it say? "You're Essential."
- "Members are going to take on new roles and be given opportunities to demonstrate their essentialness." How good is that? Essentialness.
- "We're going to host a golf tournament and raise more money to elevate the club." What did golfers leave with? A COP water bottle, sleeve of balls, basket of golf goodies. I know those golf balls probably wound up in the water hazard, but they were good while they lasted.

Then What....Joyce and I agreed on a \$5,000 budget for 2016. Joyce promised me a worksheet detailing every expenditure along the way. She delivered on her commitment. The first month in, I saw line items for each expense, a description and remaining balance. Impressive. Same thing the next month, and so on.

- That is some of my recollection of how things got started. Now, back to getting you prepared to tell your story, and why it is smart for your employer to participate financially in the viability of your local D&D club.
- Be assertive. That's my recommendation, but couple that with the "serving" mentality that I often encounter within D&D: That is a common trait that is easily observed in a Desk and Derrick club. I respect this approach. Others will too. Assertive yet Serving ...The two terms are more related than they sound at first.
- You can serve others, yet you can do it boldly. It does not mean passively hoping for the best. Where would Joyce have gotten with her vision for the Midland club if she was unwilling to take some chances. To win some battles, and to lose some. Yes, we have lost some.
- Just one moment on that point – In Midland we don't think we are as respected as we should be by our local industry trade organization. We help them out quite a bit with large meeting logistics, for example, but the win/win aspect of that is something we are still trying to unlock. Even so, we're not giving up there. So, take on the challenge of demonstrating your essentialness. Set up meetings inside your company to see where you get....And with whom your message will resonate. Make the associations that are good for their reputation to be a part of.
- And walk your walk. Set your course and be prepared to stick up for it. Don't give away your standards. Here is more on that new word of ours – essentialness.

What usually comes with growth of an organization? Well, one thing it means is that competing ideologies or visions for the organization sure can develop. Look at history. Look anywhere. Can well-meaning people disagree about the path of an organization? Of course. And this is really a topic for another session. But I just wanted to say I was privileged to watch the Midland D&D club hold true, remember the place they started their journey from, and not lose sight of the charter they had in mind for themselves from the beginning. Nice job. Growth and CHANGE are possible without making compromises you don't want to make. Just remember the challenges are probably not going to be an "elective course," so to speak, so be prepared.

- Participating in your local Desk and Derrick Association is good for your company. That is what we are talking about today. I could have written it, but this sentence is right out of the D&D mission statement too. Don't overlook this! I have found it to be true.  
Here is what Joyce and I found: Individual members may not have described D&D in detail to their



supervisors or to their peers at their company. If that is you, take the opportunity when you get back home to assert..... yes be assertive, to discuss what you do here with your supervisor. In time don't be afraid to make an ask. A **Specific ask**. Think through how your company aligns its values with those of D&D and find those common objectives.

- **So, there's our take away point. Seek a sponsor within your company; and build that relationship.**

There are benefits to your company and even to individuals. One of them may wind up standing where I stood last year. In front of you, receiving the Distinguished Non-Member Service Award in Denver. And now I am very proud to say I am a member.

- **And then you can reach beyond your own company. This is especially for those of you who are in leadership positions in local clubs – like Joyce in Midland.**
- In your role as a club official, connect with other companies (*like we did with targeting some of the large top 5 producers in the Permian Basin*). Commonly, company management at those companies were unaware of all the good things their employees were already involved in with D&D. And were never asked to financially support Desk & Derrick. You have a good thing. Let it out. We encountered managers who said if they knew about it earlier, they would have supported earlier. In other words, the ask was never made.
- Joyce secured one biggie, who saw more employees join and take on a role on the local board, in one case. They also donated financially. (typically, around \$3k). That is not an unreasonable ask. **But the important point is – at some point – you will have to make the ask or how can it happen.**
- **And keep in mind, you aren't reminding companies of anything they are *obligated* to do in the realm of social responsibility or sustainable practices – they don't owe you, or anybody else, anything – you are merely learning how to speak their language and making a business case for your club. You are tying the benefits of your shared values together in a way that makes a sound business case.**
- I can tell you with my limited budget, I did not let Joyce off the hook for coming to me with a sound business case when this year began. Others will view it the same way. I have options. So, here's how it works: you give me a supportable case and help me make a good decision with my company's money.
- This year we are doing a few things differently (less) because we are not hosting a region meeting. Even so, the Midland club still has high value for monthly luncheons and we are continuing that. **We added new quarterly recognition awards and we are assisting to get more members to this national meeting where we are today. Why do that? The importance of the national meeting came vividly into focus for me last year when I saw for myself the impressive agenda and all the coordination.**

Honestly, I don't know of anybody doing anything that comprehensive on an annual basis for their members. I walked in and saw all the options and was taken aback – a front range geology field trip, DJ basin tour, you arranged wide open access to USGS Geology research center and the Ice Core Lab. Accredited continuing education down every hallway. And much more..... Think about all the things going on this year too.

- And to a large extent, it struck me last year all this was a bit of a hidden gem. A resource I didn't know about.
- I didn't know until I was told..... Am I making that point enough? Then I saw how the value spoke for itself, and I figured I'd be wise to get involved. **So don't keep secrets. Show off. Please, start showing off.**

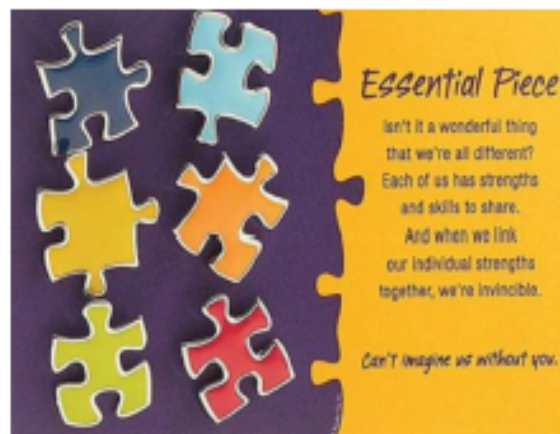


- So, back to where we started. The Midland club has 32 new members since January. We have 22 companies that are represented. Club growth this year has been +128%. We are looking at a possible Energy Symposium next year – but you will have to ask Joyce for more information about that! And when you do, be careful or you will find yourself signed up to be a greeter or something.
- We are also trying to expand our scope with the state's largest industry trade organization. That discussion has really yet to begin, as our idea was just recently generated at the NAPE conference in Houston with Mark last month where TXOGA and D&D were both exhibiting.
- But the idea there is to.... Guess what, identify areas of SHARED VALUES and find out how we can go to work on things we and TXOGA both want to accomplish.

Thank you!

Stuart Mussler

**“LIKE PIECES OF A PUZZLE, WE ALL ARE ESSENTIAL”**



*Reprinted from ADDC 'Insight'*



## Desk and Derrick Club of Tulsa

### 2018 Dates to Remember

<u>BOARD MEETING</u>	<u>MEMBERSHIP MEETING</u>	<u>MEAL/FUNCTION</u>
February 12 <sup>th</sup>	February 21 <sup>st</sup>	Lunch
March 5 <sup>th</sup>	March 14 <sup>th</sup>	Lunch/D&D Awareness
April 9 <sup>th</sup>	April 18 <sup>th</sup>	Lunch
May 7 <sup>th</sup>	May 16 <sup>th</sup>	Lunch
June 11 <sup>th</sup>	June 20 <sup>th</sup>	Lunch
July 9 <sup>th</sup>	July 18 <sup>th</sup>	Lunch
August 6 <sup>th</sup>	August 15 <sup>th</sup> (tentative)	TBA Summer Social
September 10 <sup>th</sup>	September 19 <sup>th</sup>	Lunch
October 8 <sup>th</sup>	October 17 <sup>th</sup>	Lunch/Orientation/Elections (Closed meeting)
November 5 <sup>th</sup>	November 14 <sup>th</sup>	Lunch/Industry Appreciation
December 10 <sup>th</sup>	December 19 <sup>th</sup> (tentative)	TBA Social/Installation

NOTE: Membership meetings are held the *third* Wednesday of the month, except for the months of *March* and *November*, when they will be the second Wednesday.




#### SPECIAL MEETINGS

- 2018 Vision Meeting: February 5, 2018
- 2018 Region VI Meeting: April 26-28, 2018 in Wichita, KS
- 67<sup>th</sup> Annual ADDC Convention: September 18-22, 2018 in Evansville, IN



# February

2018

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
28	29	30	31	1	2	3
4	5 <i>Vision 2018 mtg.</i>	6	7	8	9	10
11	12 <i>Board Mtg.</i>	13	14  Valentine's Day	15  <i>Vicki Barnes</i>	16	17
18	19 President's Day	20	21 <i>Membership Mtg.</i>	22	23 DEADLINE for TOD submissions	24
25	26	27	28  <i>Kathy Farris</i>	1	2	3

## CLUB NEWS

The ADO (Association Distribution Office) has officially moved to the following new address, effective immediately, and will reopen Monday, Jan.29<sup>th</sup>.

**New ADO Address:** Association of Desk and Derrick Clubs, P.O. Box 777, Jane Lew, West Virginia 26378. Phone: 405-543-3464

Deb Rice (of the Calgary Club) lost her mother this past weekend. Please remember her and her family in your prayers.

The **Chairman Tommy Taylor Memorial Scholarship** in the amount of \$2,500 available to graduating high school seniors that will be majoring in an energy-related field of study. **Deadline Mar. 1<sup>st</sup>, 2018!!**

P.S. Check out these interesting and informative websites:

[www.tulsadandd.net](http://www.tulsadandd.net)

[www.addc.org](http://www.addc.org)

**Note:** All submissions to The Tulsa Oil Drop can and shall be edited as necessary. Viewpoints expressed by submitters are those of the submitter and not necessarily of The Desk and Derrick Club of Tulsa or the Association of Desk and Derrick Clubs (ADDC). Editor's Email: [kstaton@impxp.com](mailto:kstaton@impxp.com).